

REAL ESTATE AND BUILDING NEWS

A Week of All Kinds of Activity, Mostly Answering Inquirers.

INVESTORS ON JOB, AND DEMAND GOOD

Slight Money Tightness Has But Little Effect on Richmond Realty—Rumored Large Deals on Broad Street—Business Sites in South Richmond. Building Notes.

Activity was the word in the real estate realm the past week. The beautiful weather that opened up the week, and the fact that all of the agents had well rested up from the fatigue of the great fair indicated early Monday morning that there was going to be something doing. The investors, speculators and plungers were early in evidence, and there soon appeared an active demand for all classes of property. These latter showed a strong disposition to buy, and to talk of a tight money market did not seem to deter them in the least. This talk of money tightness has been overdone. It is sometimes to the interest of some people to talk that way. It is true enough that money is a little tight; it always is at this season of the year, when the Virginia crops are being moved, but nobody has been squeezed yet and nobody is going to be, and what is more, Richmond really will always command the money, tightness or no tightness. People who want to make good, even, reasonable investments in Richmond dirt need fear no trouble about getting the necessary money if they have a little to start on.

Good Business to Continue.

Activity in the Richmond real estate market does not always mean large sales right off the bat, but while the sales of the past week were very comforting, even cheering, to the agents, it must be said that the kind of activity which gave them the most pleasure was the eagerness home makers, investors, plungers and speculators all displayed in inquiring for and investigating the bargains that are in sight. This demand was very pronounced, and full well do the agents know that men are not going to waste time inquiring for realty and investigating the environment, etc., unless they really mean business, sooner or later. That the active inquiry of the past week means continued good business, none of the agencies doubt for a moment. Indeed, a very large number of options on all classes of property were agreed upon, and deals enough to keep many of the agents busy a month were being struck. This activity is confined to no restricted territory, but is general throughout the city, in South Richmond and out in the suburbs. However, it may be said that Broad Street and the West End showed more strenuousness in the inquiry than other sections.

Rumors of Big Sales.

As intimated, the sales actually closed by the signing up of the deeds were not exceedingly large, but there was business all over town. There is no doubt that several sales that ran far up into the thousands were closed up, but the particulars are hard to get from close-mouthed agents. Far up in the thousands means, say, from \$30,000 and upward. At least three of such deals were alleged to have been closed on Broad Street, but none of the salient facts can be obtained from the agents or the principals in the transactions. Ames & Poindexter closed up a Broad Street deal that had been pending for several weeks, but they decline to divulge the particulars. It has leaked out, however, that it required about \$50,000 to make the trade a go. The property is west of First Street.

Richeson & Crutchfield sold what they call "ordinary property" to the amount of \$25,000, by which means that it took several small sales of various kinds of investment property to make up this aggregate and incidentally a good deal of hustling to close up.

Grace Street Moving.

Pollard & Bagby report the sale of sixty feet of good ground on Monument Avenue, near Sheppard Street, for which they obtained \$125 per front foot. They also told of the following sales: No. 300 East Grace Street, for \$25,000; 302 East Grace, for \$18,000, and No. 114 North Eighth Street, for \$17,500, and some other smaller properties that ran their total for the week up to about \$75,000.

Gover & Smith report two Taylor Street sales, and also the sale of a fine piece of acreage property on the Belt Line, overlooking the river, for Samuel Dunstan. By the way, Gover & Smith are preparing to put on the market a high class suburban proposition near Ginter Park, but the details have not yet been worked out.

Golsan & Nash tell of considerable activity in South Richmond and active inquiry over there for business and manufacturing sites. They hint at some good sales of this class of realty south of the river, but are withholding the particulars. Among their sales were six lots in Washington Terrace, which is becoming an attractive residential section of South Richmond. They sold on this side a Grace Street residence, near Meadow Street, for \$4,000, another Grace Street house for \$3,000 and other city property amounting to as much more, and also a Hanover County farm for \$4,000.

Gibbons & Nuckolls report sales aggregating \$25,000, which include a store on Canal Street, near Second Street, a residence on Chamberlayne Avenue, in the suburban section of the city, a lot on the Reservoir, and a seventy-five-foot lot on the Boulevard, all of which goes to show that the business is well distributed.

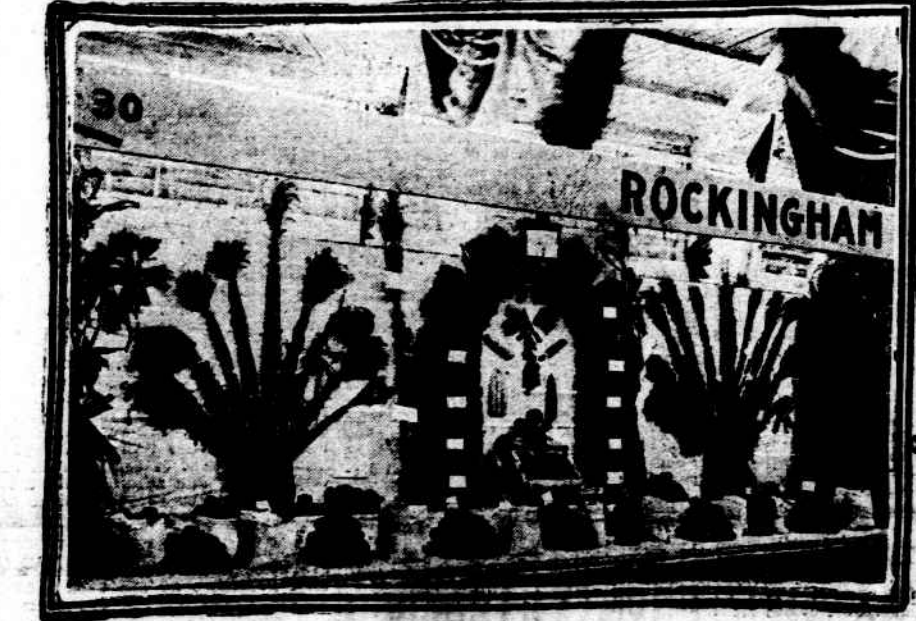
West End to Active.

W. H. Miller & Co. report sales aggregating \$25,000.

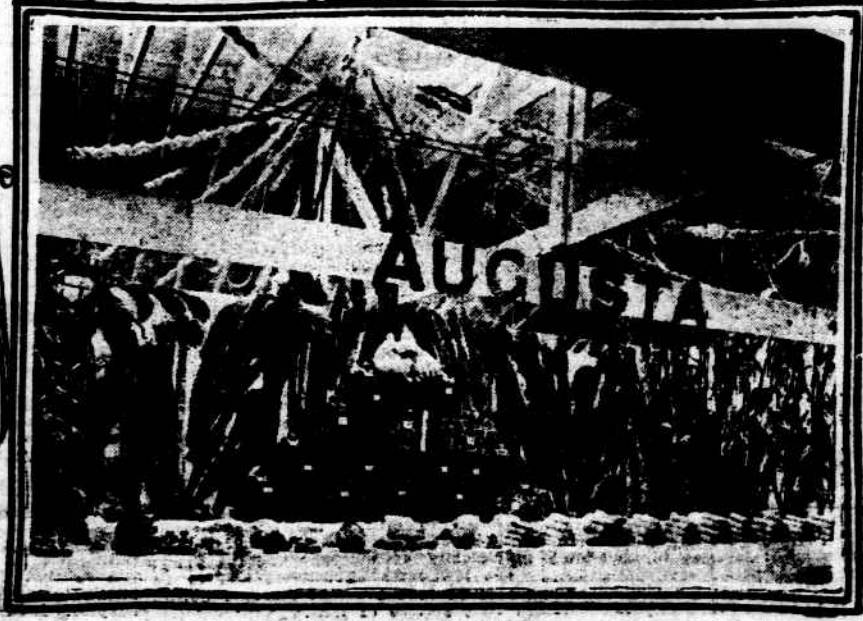
MORE ECHOES FROM FARMERS' PART OF STATE FAIR



PARTIAL VIEW OF GIRLS' CANNING CLUB EXHIBIT.



OLD ROCKINGHAM'S DISPLAY.



AUGUSTA COUNTY'S SHOW.

WOODFORD TOWN MOST PROMISING

Minute, but Lively, Village in the Heart of Old Caroline County.

A TALE TOLD BY THE KODAK

Large Shipping Point for Tobacco, Berries and Lumber. Great Future, Perhaps.

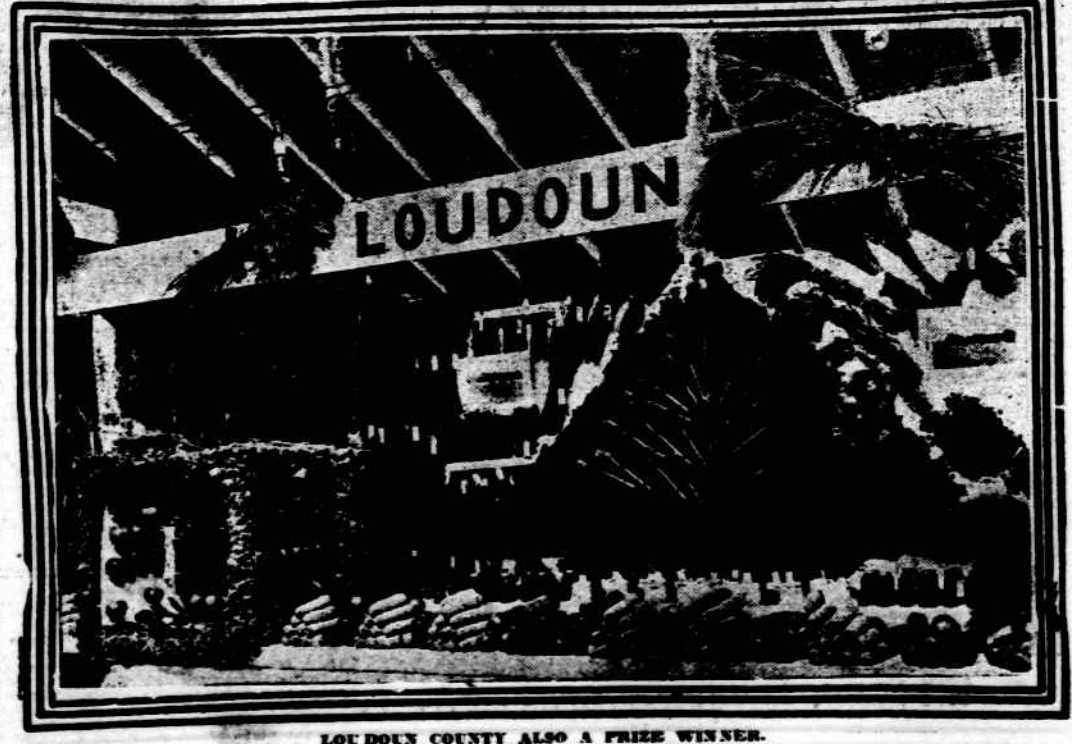
BY G. B. BUCHANAN.

Some time ago a man residing in the suburbs of Woodford Post-Office, or Woodlawn Station, conceived the idea that he wanted a kodak. Presumably, he desired to record for posterity the beauties of field, stream and woodland with which nature had so lavishly blessed that portion of Caroline County. He broached the subject to the leading merchant of the town. He passed it on to the kodak makers. In due time a courteous response filtered out of a southbound mail sack saying, in effect, that the makers of the apparatus would be glad to do business, but that, unfortunately, they had a regulation in their sales department which forbade the filling of orders for less than six machines. And since the gazetteer credited Woodford with the abundant population of twenty souls—count 'em twenty—they very much feared that the estimable merchant would find a sorely glutted market in the wake of the aforementioned liberal supply.

Yet, despite the minute character of its census, the place has advanced rapidly during the past few years, both as a mercantile and railroad centre. As to the latter its influence extends from the Rappahannock on the east forty or fifty miles across the country to the limit of a day's drive on the west. Only last year, after several futile attempts to remodel the earlier building, the Richmond, Fredericksburg and Potomac Railroad found it necessary to double the capacity of its freight depot. For a time this appeared ample, but tobacco shipping seasons still find the facilities inadequate. Overflow meetings at which loaded wagons line the road and all available hitching room for hours at a stretch, waiting for room to unload at such times, are not uncommon at such times.

One thing for which Woodford is noted among cross-roads villages is its excellent passenger and express service. Eight passenger trains stop each week day. These good travelers, milk, eggs, fruit and similar perishable products find their way to Richmond or Washington markets from one to two hours Richmond being forty-six miles south and Washington seventy miles north of the station.

Perhaps this is one of the reasons



LOUDOUN COUNTY ALSO A PRIZE WINNER.

It is state news now that the agricultural display at the late State Fair was the biggest show on, in that it sold the world some of the big things Old Virginia can do in the way of producing good things to eat and good things to sell. In the county exhibits of farm products Augusta, Rockingham and Loudoun Counties were among the ribbon winners.

VIRGINIA WANTS MORE CREAMERIES

Business Pays and Is Growing. Lack of Milk Holds It Back.

The Dairy and Food Division of the State Agricultural Department has just issued Bulletin No. 27, which deals entirely with the progress and prospects of dairying in Virginia. The bulletin, which is handsomely illustrated, is by A. P. Howard, the creamery instructor of the department.

On the last page of the bulletin is a list of the creameries in the State and they number just twenty-five. A large majority of them are of small capacity. It may be said that all of them are making money and all have a greater demand for creamery products than they can meet, for but few of them ship to large markets, but enter only to local and nearby lands. It is safe to say that each of these creameries would be only to glad to double and quadruple their capacity and seek larger markets for their products.

AS TO CROP VALUE CORN AND TOBACCO

Agricultural Department's Report Showing Greater Value of This Year's Leading Products.

The ten leading crops of the United States, valued at the prices which the Department of Agriculture has found to be the averages prevailing on October 1 this year, will be worth \$123,820,000 more than were the corresponding crops on the same date in 1911. These ten crops include corn, wheat, oats, barley, rye, buckwheat and flax among the cereals; hay and potatoes among the vegetable and root crops; and cotton and cotton seed, sugar beets and sugar cane are not included among the ten crops, nor is tobacco, which is considered something of a leader in this part of the country. The value of the tobacco crop probably varies more than that of any other, and this for reasons that are very well understood by the growers and the dealers in the web. The ten that are mentioned by this government report have an estimated total

THE FARMER'S SILO GREAT MAINSTAY

It Has Come to Virginia to Stay. Tried and Found Good.

BY J. N. BELL.

If a farmer builds a silo and then fills it with such feed as should be used for this purpose, he has provided a generous supply of the most nourishing and succulent food for his live stock, or more properly for his cattle and sheep. The advantage of a silo is this, that you can cut down your corn when the ears are in a "glazed" state, and thus save not only the grain, but every particle of the stem.

Consider the way of handling, say ten acres of corn, for silage. Say, for instance, your corn will make five tons of silage per acre, only a moderate yield (much land will make ten tons per acre). Now you have fifty tons of valuable stock feed. Contrast this with the plan of first pulling fodder, which would probably give you 300 pounds of cured blades per acre.

TOBACCO SALES IN THE TWO STATES

Virginia and North Carolina Loose Leaf Bringing Big Figures on Start.

BRIGHT GOODS SELLING HIGH

Agricultural Fairs Curtail Danville and Petersburg Sales. Light Deliveries Here.

The loose leaf tobacco market of Richmond can hardly be said to have opened yet. So far the sales have been very small and composed for the most part of primings. It had been expected that the sales for the past week would be large, but the dry, frosty weather came and knocked the stripping "season" silly, and the farmers could not get the uncured stock in marketable order.

The warehouses are open and are ready, willing and anxious for business, and they will have it, too, when the "season" comes around, which is now due with the warm rains that came Saturday and Sunday night. The total sales for the past week were less than 50,000 pounds and consisted mainly of primings. A few large and heavy lots of the lower grade showed up, and there was a small sprinkling of old tobacco. The buyers are eager for the weed, and although the offerings were so small they were out in full force on sales days, and the bidding was quite lively.

The coming of the new big tobacco company to buy tobacco on the Virginia markets has been the subject of much discussion among the tobacco men, and the consensus of opinion is that the new \$20,000,000 concern will not cut very much of a figure for some time to come on the loose leaf market, but will be quick enough to shy its hat in the package ring. The new company will undoubtedly be large buyers of cutters and all manner of cigarette stock, and supposing they commence to manufacture at once, they will have to be large buyers of old stock, ready for working in the cigarette factories.

Lynchburg Tobacco Market.
[Special to The Times-Dispatch.]
Lynchburg, Va., October 18.—John D. Ogilby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following report of last tobacco sold on the Lynchburg market:
Sold week ending October 12, 1912, 19,400 pounds; sold week ending October 19, 1912, 12,200 pounds; sold from September 1 to October 3, 1912, 122,100 pounds; sold from September 1 to October 18, 1912, 722,000 pounds; decreases for 1912, 28,100 pounds.
The recent rains made a fair season for handling tobacco, and caused sales to be larger the last two days of the week, which indicate that for the time of year cropmen

STORY OF GROWTH IN BIG RICHMOND

Mammoth Sauer Extract Manufacturing Plant.

MANY OF A KIND ALLOVER THE TOWN

The Old Time and the New. Commercial Richmond the Theme Where Historic Richmond Was Formerly Discussed—Tale the Drammer Boys Have Told.

BY FRANK S. WOODSON.

The celebration of the twenty-fifth anniversary of the establishment of the now immense business of the C. F. Sauer Company, the biggest makers of flavoring extracts in the country, which celebration came off last Wednesday evening and was followed yesterday by a magnificent luncheon to the employees of the house, was a most pleasing illustration of how meritorious business enterprises in the hands of meritorious men can grow in Richmond, and how they have been growing for the last quarter of a century.

It is Richmond's proud boast that all or nearly all of her great enterprises started small and have grown great through the energy and the superb business qualifications of her young men, those who were young when they shield their hats in the commercial ring. The Sauer establishment as great as it is, and there is no concern of the same character south of New York State, or anywhere in the country, perhaps, that is greater, is but one of many with as fine a record of growth in a quarter of a century that Richmond is truly proud of. There are in this city iron works, tobacco factories, packing houses, stove works, woodworking establishments, cracker factories and flouring mills, establishments wholesale and retail, banking institutions and trust companies, insurance companies, and all kinds of business and manufacturing concerns that have become great in a few years, although they started in a very small way, and becoming great they have made Richmond great, and carried its good name to the uttermost parts of the earth.

Old-Time Virginia Talk.

The time was, and that not many years ago, when a Richmonder or any Virginian traveling far away from home and falling into conversation with a stranger would be asked about matters of history, about the war, about the statesmen of Virginia, about the historic places of interest in and about Richmond, and the Richmonder man would be glad enough to spend his spare time telling his passing acquaintance about the old Mother of States and statesmen and Presidents and vice-presidents and chief justices; about Jamestown and Yorktown, about old St. John's Church and Powhatan and Pocahontas and John Smith and the grand old colonial estates on the historic James, and all of that kind of glorious history and all of those grand people, long since dead, and it was all well enough and pleasant enough when one had it all on his tongue to talk ancient history and to tell about the greatness and the great men of the long dead past. It is well enough now, but business first; the past in the extreme leisure moments, and even then it may be cut short and the "audience" referred to the books.

The Right Talk Nowadays.

And things have changed, too, and it is good for us that they have. Nowadays let a Richmonder man introduce himself to a twentieth century traveling companion anywhere from the Atlantic to the Pacific, and the Richmonder man will soon be answering questions about the superb locomotive engines that are being made in Richmond, about the big flavoring extract factory that has just celebrated its twenty-fifth anniversary, about the shoes that are made in Richmond, about the stoves and ranges that are made here and have carried the name "Richmond" from ocean to ocean, about the famous tobacco factories and their products that go to the lovers of the seductive weed in every city and town and hamlet in America, about the automobiles that are being made from the ground up in Richmond and being sold and used all over the country, about the immense wholesale business that is making the name of Richmond as famous in these piping times of peace and general prosperity as she once was as the dead centre of the seat of one of the most terrible wars of modern times, about the big banks that are handling more money than is being handled in any city of the size of Richmond in all of this broad land, about the big insurance companies, both life and fire, that are writing policies all over the country and are housed here in Richmond in their own magnificent buildings; about the splendid skyscrapers that have been made necessary for the transaction of Richmond's enormous business, and about Richmond's century and business growth, and twentieth century commercialism generally.

Tale of the Drammer Boys.

These be the things that the strongest or inquires of the Richmonder traveling nowadays, and these are the things that the patriotic Richmonder delights to tell about just as much as he does about John Smith and the war that fought so many years ago. This